

APPENDIX C
TO DIR CONTRACT NO. DIR-TSO-4158
PRICING INDEX

For the term of the Contract, Customers may order products and services in accordance with the discounts set forth below, provided that the products are in production release or generally available to Oracle's commercial customers at the time of the applicable order. These discounts may not be used in conjunction with any other discounts or special promotions offered by Vendor; and these discounts do not apply to any products that are priced in advance of availability, any products on controlled availability, or any third-party products.

A. HARDWARE AND ENGINEERED SYSTEMS AND ASSOCIATED SOFTWARE (except for Oracle Hospitality)

Table A-1. Discount Table for Product Offering and First Year of Technical Support (See Note #1)			
NAMED PRODUCT HIERARCHY	CUSTOMER DISCOUNT	HIGHER EDUCATION DISCOUNT	LIST PRICE
10 Gigabit Ethernet Switch Options	15%	18%	See Note #2
10 Gigabit Ethernet Switches	15%	18%	See Note #2
Advanced Support Gateway Server	14%	20%	See Note #2
Big Data Appliance	15%	15%	See Note #3
Big Data Connectors Software	25%	25%	See Note #3
Brocade Hardware	24%	34%	See Note #2
Brocade SAN Software	24%	34%	See Note #2
Brocade Software	24%	34%	See Note #2
CMT Server Configured Options	15%	18%	See Note #2
Disk Drives	14%	20%	See Note #2
Enterprise Installation Services	0%	0%	See Note #2
Enterprise Tape Drive Conversion Options	24%	34%	See Note #2
Entry Level LTO 5 Tape Drives	24%	34%	See Note #2
Exadata Hardware Products	20%	20%	See Note #3
Exadata Software Products	25%	25%	See Note #3
Exalogic Hardware Products	20%	20%	See Note #3
Exalogic Software Products	25%	25%	See Note #3
Exalytics Hardware Products	15%	15%	See Note #3
Exalytics Software Products	25%	25%	See Note #3
Fabric Interconnect F1-15	15%	18%	See Note #2
Fibre Channel Host Bus Adapters	14%	20%	See Note #2
Fujitsu M10 Server (Oracle Japan)	0%	0%	See Note #2
Fujitsu M10 Server Configured Options	15%	18%	See Note #2
Fujitsu M10 Server Features	15%	18%	See Note #2
Fujitsu M10 Server X-Options	15%	18%	See Note #2
Fujitsu M10-1 Server	15%	18%	See Note #2
Fujitsu M10-4 Server	15%	18%	See Note #2
Fujitsu M12 Server	15%	18%	See Note #2
Fujitsu SPARC M12 Server	15%	18%	See Note #2
High-End M-Series Server X-Options	28%	34%	See Note #2
High-End M-Series Servers (Oracle Japan)	0%	0%	See Note #2
Host Bus Adapters	14%	20%	See Note #2
I/O Modules	15%	18%	See Note #2
Infiniband Host Channel Adapters	14%	20%	See Note #2

Table A-1. Discount Table for Product Offering and First Year of Technical Support (See Note #1)

NAMED PRODUCT HIERARCHY	CUSTOMER DISCOUNT	HIGHER EDUCATION DISCOUNT	LIST PRICE
Infiniband Infrastructure	14%	20%	See Note #2
Infiniband Switches	28%	34%	See Note #2
Key Management Appliance Temp	24%	34%	See Note #2
Key Management Switch Accessory Kits	24%	34%	See Note #2
LTO Conversion Options	24%	34%	See Note #2
LTO Tape Drive Features	24%	34%	See Note #2
LTO5 Tape Drives	24%	34%	See Note #2
LTO5 Tape Drives (SL150)	24%	34%	See Note #2
LTO6 Tape Drives: AS400	24%	34%	See Note #2
LTO6 Tape Drives: Desktop/Rackmount	24%	34%	See Note #2
LTO6 Tape Drives: Entry Level	24%	34%	See Note #2
LTO6 Tape Drives: High-End Libraries	24%	34%	See Note #2
LTO6 Tape Drives: Midrange Libraries	24%	34%	See Note #2
LTO7 Tape Drives: Desktop/Rackmount	24%	34%	See Note #2
LTO7 Tape Drives: Entry Level	24%	34%	See Note #2
LTO7 Tape Drives: High-End Libraries	24%	34%	See Note #2
LTO7 Tape Drives: Midrange Libraries	24%	34%	See Note #2
Midrange M-Series Server X-Options	28%	34%	See Note #2
Netra Server X3-2	15%	18%	See Note #2
Netra Server X5-2	15%	18%	See Note #2
Netra SPARC S7-2 Server	5%	8%	See Note #2
Network Adapters	14%	20%	See Note #2
Network Cables	14%	20%	See Note #2
Network Modular System	15%	18%	See Note #2
Network Transceivers	14%	20%	See Note #2
Oracle Database Appliance	14%	20%	See Note #2
Oracle Fabric Manager	20%	25%	See Note #2
Oracle Fabric Monitor	20%	25%	See Note #2
Oracle FS Storage System Options	15%	18%	See Note #2
Oracle FS1-2 Storage System	15%	18%	See Note #2
Oracle Replication Engine	15%	18%	See Note #2
Oracle SDN	20%	25%	See Note #2
Oracle Server X5-2	14%	20%	See Note #2
Oracle Server X5-2L	14%	20%	See Note #2
Oracle Server X5-4	14%	20%	See Note #2
Oracle Server X5-8	14%	20%	See Note #2
Oracle Server X6-2	14%	20%	See Note #2
Oracle Server X6-2L	14%	20%	See Note #2
Oracle Server X7 Options	14%	20%	See Note #2
Oracle Server X7-2	14%	20%	See Note #2
Oracle Server X7-2L	14%	20%	See Note #2
Oracle Solaris Cluster Software	16%	50%	See Note #2
Oracle Solaris Legacy Containers	16%	50%	See Note #2
Oracle Sun QFS Software	15%	18%	See Note #2
Oracle ZFS Backup Appliances	24%	34%	See Note #2

Table A-1. Discount Table for Product Offering and First Year of Technical Support (See Note #1)

NAMED PRODUCT HIERARCHY	CUSTOMER DISCOUNT	HIGHER EDUCATION DISCOUNT	LIST PRICE
Oracle ZFS Storage Options	24%	34%	See Note #2
Oracle ZFS Storage ZS3-2	24%	34%	See Note #2
Oracle ZFS Storage ZS4-4	24%	34%	See Note #2
Oracle ZFS Storage ZS5-2	24%	34%	See Note #2
Oracle ZFS Storage ZS5-4	24%	34%	See Note #2
Other Server Configured Options	6%	6%	See Note #2
Other Server X-Options	14%	20%	See Note #2
Pillar Axiom SAN Storage Replication Features	15%	18%	See Note #2
Power Cords	14%	20%	See Note #2
Private Cloud Appliance	15%	15%	See Note #2
Racks	15%	18%	See Note #2
SAS Host Bus Adapters	14%	20%	See Note #2
Secure Global Desktop Software	16%	50%	See Note #2
Server Hard Disk Drives	14%	20%	See Note #2
Server Solid State Disks	14%	20%	See Note #2
SL150 Tape Library	24%	34%	See Note #2
SL150 Tape Library Features	24%	34%	See Note #2
SL150 Tape Library Options	24%	34%	See Note #2
SPARC M5 Server Configured Memory	15%	18%	See Note #2
SPARC M5 Server Configured Options	15%	18%	See Note #2
SPARC M5 Server X-Option Memory	15%	18%	See Note #2
SPARC M6-32 Server Configured Options	15%	18%	See Note #2
SPARC M6-32 Server X-Options	15%	18%	See Note #2
SPARC M7 Server	15%	18%	See Note #2
SPARC M7 Server Configured Options	15%	18%	See Note #2
SPARC M7 Server X-Options	15%	18%	See Note #2
SPARC S7 Server X and Configured Options	5%	8%	See Note #2
SPARC S7-2 Server	5%	8%	See Note #2
SPARC S7-2L Server	5%	8%	See Note #2
SPARC SuperCluster Hardware Products	15%	18%	See Note #3
SPARC T3 Server Configured Options	15%	18%	See Note #2
SPARC T4 Server X-Options	15%	18%	See Note #2
SPARC T5 Server Configured Options	15%	18%	See Note #2
SPARC T5 Server X-Options	15%	18%	See Note #2
SPARC T5 Server X-Options	15%	18%	See Note #2
SPARC T5-1B Blade Server Module	15%	18%	See Note #2
SPARC T5-2 Server	15%	18%	See Note #2
SPARC T5-4 Server	15%	18%	See Note #2
SPARC T5-8 Server	15%	18%	See Note #2
SPARC T7 Server Configured Options	15%	18%	See Note #2
SPARC T7 Server X-Options	15%	18%	See Note #2
SPARC T7-1 Server	15%	18%	See Note #2
SPARC T7-2 Server	15%	18%	See Note #2
SPARC T7-4 Server	15%	18%	See Note #2
Spare Parts	29%	29%	See Note #2

Table A-1. Discount Table for Product Offering and First Year of Technical Support (See Note #1)

NAMED PRODUCT HIERARCHY	CUSTOMER DISCOUNT	HIGHER EDUCATION DISCOUNT	LIST PRICE
Storage Archive Manager	22%	50%	See Note #2
Storage Hard Disk Drives	14%	20%	See Note #2
Storage SAS SSDs	14%	20%	See Note #2
StorageTek Automated Cartridge System Library Software	15%	18%	See Note #2
StorageTek Availability Suite Software	15%	18%	See Note #2
StorageTek Enterprise Library Software	24%	34%	See Note #2
StorageTek Library Content Manager Software	15%	18%	See Note #2
StorageTek Linear Tape File System Software	24%	34%	See Note #2
StorageTek T10000D Tape Drive	24%	34%	See Note #2
StorageTek Tape Analytics Software	15%	34%	See Note #2
StorageTek Virtual Library Extension	15%	18%	See Note #2
StorageTek Virtual Storage Manager Features	24%	34%	See Note #2
StorageTek Virtual Storage Manager System (VSM 6)	24%	34%	See Note #2
StorageTek Virtual Storage Manager System (VSM 7)	24%	34%	See Note #2
Sun Fire X4170 M2 Server	14%	20%	See Note #2
Sun Flash Accelerator F160 PCIe Card	24%	34%	See Note #2
Sun Flash Accelerator F320 PCIe Card	24%	34%	See Note #2
Sun Flash Accelerator F640 PCIe Card	24%	34%	See Note #2
Sun Flash Accelerator F80 PCIe Card	24%	34%	See Note #2
Sun Netra Rack Kits	15%	18%	See Note #2
Sun Racks	15%	18%	See Note #2
Sun Ray Server Software	15%	18%	See Note #2
Sun StorageTek SL3000 Modular Library System	24%	34%	See Note #2
Sun StorageTek SL4000 Modular Library System	24%	34%	See Note #2
Sun StorageTek SL4000 Modular Library Features	24%	34%	See Note #2
Sun StorageTek SL500 Modular Library System	24%	34%	See Note #2
Sun StorageTek SL8500 Modular Library Features	24%	34%	See Note #2
Sun StorageTek SL8500 Modular Library System	24%	34%	See Note #2
Sun StorageTek T10000B Tape Drive (Open)	24%	34%	See Note #2
Sun StorageTek Virtual Storage Manager System (VSM 4)	24%	34%	See Note #2
Sun StorageTek Virtual Storage Manager System (VSM 5)	24%	34%	See Note #2
Sun ZFS Storage 7320 System	24%	34%	See Note #2
Sun ZFS Storage 7420 System	24%	34%	See Note #2
Sun ZFS Storage System Features	24%	34%	See Note #2
Sun ZFS Storage System Options	24%	34%	See Note #2
Tape Encryption	24%	34%	See Note #2
Tape Library Features	24%	34%	See Note #2
Tape Media	24%	29%	See Note #2
Tape Options	24%	34%	See Note #2
Tuxedo CFSR	15%	18%	See Note #2
Virtual Desktop Infrastructure Software	28%	34%	See Note #2
Zero Data Loss Appliance	15%	15%	See Note #3
Zero Data Loss Appliance Software	15%	15%	See Note #3

B. SOFTWARE PROGRAMS (except for Oracle Hospitality)

Table B-1. Discount Table for Software Programs and First Year of Technical Support

PRODUCT CATEGORY	CUSTOMER DISCOUNT	LIST PRICE	PRICE LIST
Technology	44.59%	See Note #3	Oracle Technology Global Price List
Oracle E-Business Suite (EBS) Applications	44.59%	See Note #3	Oracle E-Business Suite Applications Global Price List
PeopleSoft (PSFT) Applications	44.59%	See Note #3	PeopleSoft Component Global Price List
Siebel Applications	44.59%	See Note #3	Siebel CRM Component Global Price List
Business Intelligence Applications	44.59%	See Note #3	Oracle Business Intelligence Applications Global Price List
Oracle Fusion Applications	44.59%	See Note #3	Oracle Fusion Applications Global Price List
Public Sector Revenue Management Applications	44.59%	See Note #3	Oracle Public Sector Revenue Management Global Price List
Oracle Construction & Engineering	44.59% ¹	See Note #3	Oracle Construction & Engineering Price List
MySQL	44.59%	See Note #3	MySQL Global Price List
JD Edwards	44.59%	See Note #3	JD Edwards Applications Commercial Price List
Oracle Utilities	See Note #4	See Note #3	Oracle Utilities Texas DIR Price List

Table B-2. Discount Table for Software Programs and First Year of Technical Support for Higher Education Institutions

PRODUCT CATEGORY	CUSTOMER DISCOUNT	LIST PRICE	PRICE LIST
Campus Wide Program Licenses	89.93%	See Note #5	See Note #5

C. SERVICES (except for Oracle Hospitality)

Table C-1. Oracle University, Support (Technical Support Renewal, Linux, and Oracle VM), and Managed Cloud Services

SERVICE CATEGORY	CUSTOMER DISCOUNT	LIST PRICE
Oracle University Education/Training Services		
• Instructor Led Training (Oracle Authorized Education Centers Only)	14.36%	See Note #6
• Private Events	24.44%	See Note #6
• Self Study Courses (SSC), Live Virtual Courses (LVC) & Training on Demand (TOD)	29.48%	See Note #6
• Oracle Learning Subscription	29.48%	See Note #6
Renewal of Technical Support	0%	See Note #7
Oracle Linux Support and Oracle VM Support Services	44.59%	See Note #8
Managed Cloud Services	0%	See Note #9

¹ For one year from the effective date of the Contract.

Table C-2. Cloud Services (See Note #10)			
Oracle RightNow Cloud Service – Desktop Discount Schedule (See Note #11)	Hosted Named Seat Month/Hosted Connected Seat Month Band	Hosted Named User/ Hosted Connected User Band	CUSTOMER DISCOUNT
	< 300	< 25	2.27%
	300 – 1,200	25 – 100	7.30%
	1,201 – 2,400	101 – 200	11.34%
	2,401 – 9,600	201 – 750	15.37%
	9,601 – 18,000	751 – 1,500	30.48%
	18,000 +	1,501 +	51.64%
Oracle RightNow Cloud Service – Web Services (Session) Discount Schedule (See Note #12)	Sessions – Pooled	Sessions - Monthly	CUSTOMER DISCOUNT
	< 1,000,000	< 82,500	2.27%
	1,000,000 – 2,500,000	82,500 – 205,000	7.30%
	2,500,001 – 5,000,000	205,001 – 415,000	11.34%
	5,000,001 – 10,000,000	415,001 – 830,000	15.37%
	10,000,001 – 15,000,000	830,001 – 1,250,000	30.48%
	15,000,000 +	1,250,001 +	51.64%
Oracle RightNow Cloud Service – Outreach/Feedback (Emails Sent) Discount Schedule (See Note #13)	Emails Sent Pooled	Emails Sent Monthly	CUSTOMER DISCOUNT
	< 750,000	< 62,500	0.25%
	750,000 – 2,000,000	62,500-165,000	27.46%
	2,000,001 – 5,000,000	165,001 – 415,000	42.57%
	5,000,001 – 10,000,000	415,001 – 830,000	53.65%
	10,000,001 – 50,000,000	830,001 – 4,150,000	64.74%
	50,000,001 – 250,000,000	4,150,001 – 20,800,000	72.80%
	250,000,000 +	20,800,001 +	74.81%
Oracle RightNow Cloud Service Software Add-Ons/ Support Add-Ons (See Note #14)		Number of Units	CUSTOMER DISCOUNT
		1 – 3	9.32%
		4 – 10	19.40%
		11 – 20	29.47%
		20 +	39.55%
Oracle Fusion CRM Cloud Service		Number of Users	CUSTOMER DISCOUNT
		< 25	13.35%
		25 – 99	20.40%
		100 – 199	22.42%
		200 – 749	26.45%
		750 – 1,499	42.57%
		1,500 +	63.73%
Oracle Fusion Marketing Cloud Service Volume Blocks (Customer Record Blocks and Email Capacity Blocks) (See Note #15)		Number of Blocks (Three Year Subscription – Standard)	CUSTOMER DISCOUNT
		1 – 10	30.48%
		11 – 30	38.54%
		31 – 80	39.55%
		81 – 200	44.58%
		201 – 400	52.64%

Table C-2. Cloud Services (See Note #10)

	401 – 600	55.67%
	601 +	59.70%
Oracle Fusion Human Capital Management (HCM) Cloud Service, Oracle Fusion Talent Management Cloud Service, Oracle Talent Acquisition Cloud services, Oracle Talent Cloud	CUSTOMER DISCOUNT	PRICE List
	34.51%	See Note#16
Oracle Fusion Enterprise Resource Planning (ERP) Cloud Service (See Note #17)	Transaction bands (based on three-year Fusion ERP Cloud Service contract based off of list prices)	CUSTOMER DISCOUNT
	0 – \$200,000	2.27%
	\$200,001 – \$400,000	4.28%
	\$400,001 – \$600,000	6.30%
	\$600,001 – \$800,000	8.31%
	\$800,001 – \$1,000,000	10.33%
	\$1,000,001 – \$1,500,000	11.34%
	\$1,500,001 – \$2,500,000	13.35%
	\$2,500,001 +	15.37%
Oracle Planning and Budgeting Cloud Service (See Note #18)	Three-Year Contract Value (at List)	CUSTOMER DISCOUNT
	0 – \$100,000	2.27%
	\$100,001 – \$200,000	4.28%
	\$200,001 – \$300,000	6.30%
	\$300,001 – \$400,000	8.31%
	\$400,001 – \$500,000	10.33%
	\$500,001 – \$750,000	11.34%
	\$750,001 – \$1,000,000	13.35%
	\$1,000,001 +	15.37%
Construction & Engineering Discount Schedule for Primavera Unifier and Instantis	Number of Users	CUSTOMER DISCOUNT²
	0 – 25	0.25%
	26 – 50	4.28%
	51 – 100	9.32%
	101 – 200	14.36%
	201 – 500	24.43%
	501 – 1000	34.51%
	1001 +	39.55%
Social Cloud Base (See Note #19)	Price Measure	CUSTOMER DISCOUNT
Social Cloud, Basic – Production Environment	Monthly	2.27%
Social Cloud, Standard – Production Environment	Monthly	2.27%
Social Cloud, Enterprise – Production Environment	Monthly	2.27%
Social Cloud, Basic – 1000 Messages	Annual	3.27%
Social Cloud, Standard – 1000 Messages	Annual	3.27%
Social Cloud, Enterprise – 1000 Messages	Annual	3.27%

² For one year from the effective date of the Contract.

Table C-3. Oracle Utilities Cloud Services and Technical Cloud Services³ (See Note #20)	Category	Net Monthly Subscription Price
Energy Efficiency Cloud Service - 100 in Customer Count	Oracle Utilities Opower	\$618.42
Peak Management: Behavioral Demand Response Cloud Service -100 in Customer Count	Oracle Utilities Opower	\$348.56
Digital Self Service, Energy Management Cloud Service - 100 in Customer Count	Oracle Utilities Opower	\$70.28
Digital Self Service, All Cloud Service - 100 in Customer Count	Oracle Utilities Opower	\$351.38
Proactive Alerts Cloud Service - 100 in Customer Count	Oracle Utilities Opower	\$23,433.90
Rates Engagement Cloud Service - 100 in Customer Count	Oracle Utilities Opower	\$47.22
Energy Efficiency Product Setup Fee	Oracle Utilities Opower	\$45,627.22
Peak Management Cloud Service Setup Fee	Oracle Utilities Opower	\$77,457.11
Targeted Web Marketing Setup Fee	Oracle Utilities Opower	\$19,119.49
API Cloud Service Setup Fee	Oracle Utilities Opower	\$15,825.93
SSO and Seamless with Embeddable Cloud Service Setup Fee	Oracle Utilities Opower	\$129,300.38
Customer Service Interface Cloud Service Setup Fee	Oracle Utilities Opower	\$46,514.55
Standard Service Bundle Fee	Oracle Utilities Opower	\$123,088.07
Professional Services Estimated Travel and Expense	Oracle Utilities Opower	\$500.00
Opower Customer Billing Integration and Platform Cloud Service Setup Fee	Oracle Utilities Opower	\$186,036.67
AMI Integration and Platform Cloud Service Setup Fee	Oracle Utilities Opower	\$93,011.31
Customer Segmentation Extract Fee	Oracle Utilities Opower	\$11,581.32
Customer Load Profile Archetype Extract Fee	Oracle Utilities Opower	\$14,874.88
Additional Data Feed Setup Fee	Oracle Utilities Opower	\$46,517.37
Standard Welcome Letter Setup Fee	Oracle Utilities Opower	\$15,896.21
Postcard Setup Fee	Oracle Utilities Opower	\$19,426.82
Proactive Alerts Setup Fee (AMI HBAs and WAMIs)	Oracle Utilities Opower	\$91,254.43
Basic Service Bundle Fee	Oracle Utilities Opower	\$76,723.85
Customer Service Interface Cloud Service Setup Fee	Oracle Utilities Opower	\$46,514.55
Digital Self Service - Energy Management Advanced Metering Infrastructure	Oracle Utilities Opower	\$46.89
Premium Service Bundle Fee	Oracle Utilities Opower	\$266,468.63
Standard Promotional Module Fee (HER, eHER, web)	Oracle Utilities Opower	\$4,118.12
Meter to Bill Cloud Services - Adjusted Utilities Device Data Channel (Minimum Quantity 300,000)	Oracle DataRaker	\$202,392.00
Revenue Protection Cloud Services - Adjusted Utilities Device Data Channel (Minimum Quantity 300,000)	Oracle DataRaker	\$134,928.00
Distribution Planning and Operations Cloud Services - Adjusted Utilities Device Data Channel (Minimum Quantity 300,000)	Oracle DataRaker	\$185,526.00
Demand Response and Energy Efficiency Cloud Services - Adjusted Utilities Device Data Channel (Minimum Quantity 300,000)	Oracle DataRaker	\$151,794.00
Lite Analytics Services	Oracle DataRaker	\$89,389.80
Core Analytics Services	Oracle DataRaker	\$178,779.60
Extended Analytics Services	Oracle DataRaker	\$357,559.20
Implementation Service	Oracle DataRaker	\$337,320.00
Professional Services Estimated Travel and Expense	Oracle DataRaker	\$500.00

Table C-4. Cloud Services			
CLOUD SERVICE CATEGORY	CUSTOMER DISCOUNT	LIST PRICE	PRICE LIST
Oracle Eloqua Marketing Cloud Services	4.28%	See Note #21	Oracle Marketing Cloud Global Price List

³ Any reference to "Professional Services" in Table C-3 shall mean "Technical Cloud Services" as defined in the Contract.

Table C-4. Cloud Services			
CLOUD SERVICE CATEGORY	CUSTOMER DISCOUNT	LIST PRICE	PRICE LIST
Responsys Marketing Platform Cloud Services	4.28%	See Note #21	Oracle Marketing Cloud Global Price List
Oracle Platform as a Service and Infrastructure as a Service - Public Cloud	16.37% ⁴	See Note #22	Oracle Cloud Platform as a Service and Infrastructure as a Service - Public Cloud - Global Price List

Table C-5. Oracle Advanced Customer Support ("ACS") Services (See Note #23)						
Year 1	1-30 days	31-60 days	61-99 days	100-150 days	151-199 days	200+ days
Senior ACS Engineer	\$379.75	\$371.13	\$363.46	\$351.99	\$344.36	\$325.22
ACS Engineer	\$316.46	\$309.28	\$302.88	\$293.33	\$286.97	\$271.02
Technical Account Manager I	\$316.46	\$309.28	\$302.88	\$293.33	\$286.97	\$271.02
Year 2	1-30 days	31-60 days	61-99 days	100-150 days	151-199 days	200+ days
Senior ACS Engineer	\$387.35	\$378.55	\$370.73	\$359.03	\$351.24	\$331.72
ACS Engineer	\$322.79	\$315.46	\$308.94	\$299.19	\$292.71	\$276.44
Technical Account Manager I	\$322.79	\$315.46	\$308.94	\$299.19	\$292.71	\$276.44
Year 3	1-30 days	31-60 days	61-99 days	100-150 days	151-199 days	200+ days
Senior ACS Engineer	\$395.09	\$386.12	\$378.14	\$366.21	\$358.27	\$338.36
ACS Engineer	\$329.24	\$321.77	\$315.12	\$305.18	\$298.56	\$281.97
Technical Account Manager I	\$329.24	\$321.77	\$315.12	\$305.18	\$298.56	\$281.97
Year 4	1-30 days	31-60 days	61-99 days	100-150 days	151-199 days	200+ days
Senior ACS Engineer	\$402.99	\$393.85	\$385.71	\$373.53	\$365.43	\$345.12
ACS Engineer	\$335.83	\$328.21	\$321.42	\$311.28	\$304.53	\$287.60
Technical Account Manager I	\$335.83	\$328.21	\$321.42	\$311.28	\$304.53	\$287.60
Year 5	1-30 days	31-60 days	61-99 days	100-150 days	151-199 days	200+ days
Senior ACS Engineer	\$411.05	\$401.72	\$393.42	\$381.01	\$372.74	\$352.03
ACS Engineer	\$342.55	\$334.77	\$327.85	\$317.51	\$310.62	\$293.36
Technical Account Manager I	\$342.55	\$334.77	\$327.85	\$317.51	\$310.62	\$293.36
SERVICE CATEGORY					CUSTOMER DISCOUNT	LIST PRICE
Installation Services, Packaged Services, and other ACS Services not specified elsewhere on this Appendix C					0%	See Note #23

Table C-6. Technical Services and Technical Cloud Services		
TECHNICAL LEVEL ORACLE (See Note #24)	ON PREMISES SOLUTIONS SERVICES	CLOUD SOLUTIONS SERVICES
North American Technical Services Sr. Practice/Tech Director-9	\$297.23	\$247.50
NAC Practice/Tech Director-8	\$297.23	\$247.50
NAC Practice/Tech Manager-7	\$261.91	\$213.46
NAC Senior Principal Technician-6T	\$242.63	\$197.99
NAC Principal-5	\$212.17	\$173.24
NAC Senior-4	\$173.59	\$142.31
NAC Staff-3	\$154.31	\$123.75
NAC Associate -2	\$113.70	\$92.81
Reston Delivery Center ("RDC") Principle-5	\$146.69	\$119.98
RDC Sr-4	\$121.70	\$99.75
RDC Staff-3	\$105.58	\$86.15
RDC Associate-2	\$89.33	\$73.05

⁴ Discount does not apply to Universal Credits or Government part numbers.

Table C-6. Technical Services and Technical Cloud Services		
TECHNICAL LEVEL ORACLE (See Note #24)	ON PREMISES SOLUTIONS SERVICES	CLOUD SOLUTIONS SERVICES
*Global Service Delivery On-Site-9	\$164.97	\$144.08
*Global Service Delivery On-Site-8	\$156.73	\$138.04
*Global Service Delivery On-Site-7	\$123.09	\$110.83
*Global Service Delivery On-Site-6	\$103.29	\$93.70
*Global Service Delivery On-Site-5	\$84.01	\$78.59
*Global Service Delivery On-Site-4	\$71.51	\$68.01
*Global Service Delivery On-Site-3	\$66.18	\$63.48
*Global Service Delivery On-Site-2	\$60.21	\$58.94
Global Service Delivery Remote-9	\$133.49	\$109.28
Global Service Delivery Remote-8	\$125.50	\$102.56
Global Service Delivery Remote-7	\$91.87	\$75.18
Global Service Delivery Remote-6	\$72.02	\$58.84
Global Service Delivery Remote-5	\$52.79	\$43.17
Global Service Delivery Remote-4	\$40.29	\$32.89
Global Service Delivery Remote-3	\$34.96	\$28.64
Global Service Delivery Remote-2	\$29.00	\$23.74

D. HOSPITALITY

Table D-1. Oracle Hospitality Hardware, Software, Cloud Services, Technical Services		
PRODUCT CATEGORY	LIST PRICE	Pricing
Oracle Hospitality Hardware	See Note #25	Oracle Hospitality Texas DIR Pricing
Oracle Hospitality Software	See Note #25	Oracle Hospitality Texas DIR Pricing
Oracle Hospitality Cloud Services	See Note #25	Oracle Hospitality Texas DIR Pricing
Oracle Hospitality Technical Services	See Note #25	Oracle Hospitality Texas DIR Pricing

Note #1: The discounts specified in Table A-1 above apply to hardware (and first year of technical support) and programs (and first year of technical support) that are designated as an item number or product name associated with the Named Product Hierarchies, except for Oracle Hospitality hardware and programs.

Note #2: The appropriate price list is the Systems Hardware and Software Global Price List. This commercial price list will be made available at a web site to be accessible by the Customers. On this price list, Customers can find the item number and the Named Product Hierarchy.

Note #3: The appropriate price list for the software program product categories listed in Table B-1 above are as specified in the "Price List" column in Table B-1. The commercial price lists will be made available at a web site to be accessible by the Customers.

Note #4: The pricing specified in Oracle Utilities Texas DIR Price List is pricing for Customers.

Note #5: The discount specified in Table B-2 are available for Customers who qualify as educational providers under the terms of Oracle's standard Academic Practices policies and are eligible under §2054.003 of the Texas Government

Code ("Higher Education Institutions"). Notwithstanding the existence of separate license pricing terms for educational programs, the terms and conditions of this Contract that Oracle determines to be applicable shall apply to all purchases of Oracle software and associated products offered herein under educational licenses. Higher Education Institutions purchasing under this Contract may acquire licenses on a campus-wide basis, which means licensing all full-time and part-time students, faculty and staff ("Campus Wide Program") in accordance with the following:

(a) **Eligible Programs.** The appropriate price list is the Oracle Technology Global Price List for the following programs:

Oracle Database:

- Standard Edition
- Enterprise Edition
- NoSQL Enterprise Edition

Enterprise Edition Options:

- Multitenant
- Real Application Clusters
- Partitioning
- Active Data Guard
- Real Application Testing
- Advanced Compression
- Advanced Security Option
- Label Security
- Database Vault
- OLAP
- Advanced Analytics

Enterprise Management Options:

- Diagnostics Pack
- Tuning Pack
- Lifecycle Management Pack
- Data Masking Pack
- Test Data Management pack
- Cloud Management Pack

Application Server:

- Weblogic Server Standard

- Weblogic Server Enterprise Edition
- Weblogic Suite
- Internet Application Server Standard
- Internet Application Server Enterprise
- SOA Suite for Middleware

Application Server Enterprise Management Options:

- Weblogic Management pack
- SOA Management pack
- Management pack for GoldenGate

Data Integration:

- Data Integrator Enterprise
- GoldenGate
- GoldenGate for Non-Oracle Database

Other Products:

- Webcenter Suite Plus
- Webcenter Portal
- Management Pack for Webcenter
- Identity and Access Management Suite
- Identity Governance Suite
- Directory Services Plus
- Access Management Suite Plus
- Management pack for Identity Mgmt
- Real User Experience Insight

(b) **Internet Access.** Higher Education Institutions may allow an unlimited number of internet users to access any of the Campus Wide Program licenses licensed under an Oracle Order Form, provided the access is for viewing, querying, or adding data associated with the Higher Education Institution's administrative, teaching, research or community service functions. Higher Education Institutions may charge a fee for such internet access provided the fee is designed to only reimburse the Higher Education Institution for its costs incurred in developing and administering the Higher Education Institution's business program.

(c) **OAI and WDP Membership.** As of the effective date of an order placed under this Contract, teaching departments at the Higher Education Institution may participate in the Oracle Academic Initiative (OAI) and/or the Oracle Workforce Development Program (WDP) or successor programs that may replace OAI/WDP. The OAI/WDP membership fee will be waived for any department that elects to incorporate Oracle programs into its classroom teaching. Teaching departments may apply for the free membership at <http://oai.oracle.com> or <http://workforce.oracle.com>. Once the teaching department is established as an OAI/WDP member, the department will be licensed to use the Programs available under OAI/WDP for the purposes set forth in the applicable agreement.

(d) **User Minimums.** The user minimum tables in the Oracle Licensing Definitions and Rules do not apply to Campus Wide Program licenses.

(e) Campus Wide Program licenses may not be used for non-medical school functions of an associated medical center or university hospital (e.g., patient management and billing).

(f) On the yearly anniversary of the effective date of an order, you must report any additional full-time and part-time students, faculty and staff to Oracle and ensure your license quantity is sufficient to cover the additional population in order to extend the rights listed above (Internet Access, OAI and WDP Membership, User Minimums) for a subsequent year.

Note #6: Pricing for Oracle University products and services is subject to the Oracle University Price List in effect at the time the Customer places the student registration for the training. Oracle University's Price List is posted at

<http://education.oracle.com>. These discounts may not be used in conjunction with any other discounts or special promotions offered by Oracle University.

Note #7: Customers may renew technical support services (SULS or Premier Support for Systems as appropriate) under this Contract. For first and second renewal years of technical support that commences during the term of the Contract, if Customer renews technical support for the same number of licenses for the same programs and/or the same systems for the same configurations, the annual technical support fees will not increase by more than 4% over the prior year's fees. If the Customer's order is fulfilled by a Reseller, the annual fee for SULS for the first renewal year will be the price quoted to the Customer by the Reseller; and the annual fee for SULS for the second renewal year will not increase by more than 4% over the prior year's fees. Oracle technical support services (including first year and all subsequent years) are provided under Vendor's applicable technical support services policies in effect at the time the services are provided. Customer agrees to cooperate with Vendor and provide the access, resources, materials, personnel, information, and consents that Vendor may require in order to perform the technical support services. The technical support services policies are incorporated in this Contract and are subject to change at Vendor's discretion; however, Vendor will not materially reduce the level of services provided during the period for which fees for the applicable technical support services have been ordered. Customer should review the applicable technical support services policies prior to executing an order for the applicable services. Customer may access the current versions of the technical support services policies at <http://oracle.com/contracts>. Technical support is effective upon the effective date of the order unless otherwise stated in the Customer's order.

Note #8: The appropriate price list is the Oracle Linux Support and Oracle VM Support Global Price List. This commercial price list will be made available at a web site to be accessible by the Customers. For the avoidance of any doubt, any Oracle Linux or Oracle VM software license products are expressly excluded from this Contract; therefore, even if on the Oracle Linux Support and Oracle VM Support Global Price List, may not be purchased under this Contract.

Note #9: The appropriate price list is the Oracle Managed Cloud Services Global Price List. This commercial price list will be made available at a web site to be accessible by the Customers.

Note #10: The appropriate price lists for Table C-2 above are the Oracle Taleo Cloud Service Global Price List, Oracle RightNow Global Price List, Oracle Fusion Cloud Service Global Price List, Oracle Construction & Engineering Global Price List, and Oracle Oracle Marketing Cloud Global Price List (for Social Cloud). These commercial price lists will be made available at a web site to be accessible by the Customers. The discounts specified in Table C-2 only apply to direct purchases through Oracle, and do not apply to any indirect purchases through any Reseller.

For the avoidance of any doubt, the discounts for Cloud Services do not apply to the "Technical Cloud Services Pricing" pages of any of the price lists. Any reference to "Professional Services" or "Consulting Services" in these price lists shall mean "Technical Services" or "Technical Cloud Services" as defined in the Contract.

Note #11: The appropriate price list is the Oracle RightNow Global Price List. Discounts thresholds are established on a per-subscription-service basis.

Note #12: The appropriate price list is the Oracle RightNow Global Price List. Sessions are sold in blocks of 100 Sessions, but tiers below are based on each individual Session and not blocks of 100 Sessions.

Note #13: The appropriate price list is the Oracle RightNow Global Price List. The Emails are sold in blocks of 100 Emails, but tiers are based on each individual Email and not blocks of 100 Emails.

Note #14: The appropriate price list is the Oracle RightNow Global Price List. The discounts are not applicable to the Additional Test Environment. Each Oracle RightNow offering under the categories listed in Section C, Table 2 must be discounted separately as its own individual number of units (i.e., cannot aggregate multiple Oracle RightNow offerings under these categories to create a higher level of units and thus a higher discount). Each discount must be based on the number of units. Units are defined as the following metrics: Certificate, Community Instance, Connection, Each, External Interface, Instance, Interface, and 20,000 Documents Indexed. Units cannot be combined across different metrics.

Note #15: The appropriate price list is the Oracle Fusion Cloud Service Global Price List. The number of customer record blocks and email capacity blocks cannot be combined to get to a higher user band. Each must be evaluated separately to determine the discount.

Note #16: The appropriate price lists are the Oracle Fusion Cloud Service Global Price List and the Oracle Taleo Cloud Service Global Price List. This discount schedule also applies to "Oracle Taleo Community Connect Cloud Service" and "Oracle Social Sourcing Cloud Service", which were formerly SelectMinds.

Note #17: Oracle Fusion Enterprise Performance Management Cloud Service discount schedule applies only to the Fusion Enterprise Performance Management Cloud Service subscription services listed on the Oracle Fusion Cloud Service Global Price List. Transaction bands are based on a three-year Fusion Enterprise Performance Management Cloud Service contract based off of list prices. Transaction bands should only include Fusion Enterprise Performance Management Cloud Service subscription services.

Note #18: The appropriate price list is the Oracle Fusion Cloud Service Global Price List. All subscription services noted are purchased in units of 1,000 Records (e.g., the per "Hosted 1,000 Records" metric), but tiers are based on each individual Records and not blocks of 1,000 Records.

Note #19: The appropriate price list is the Oracle Marketing Cloud Global Price List.

Note #20: Please check with Order Fulfiller regarding any inclusions, restrictions, purchase minimums, or prerequisites.

Note #21: The appropriate price lists for the Cloud Service categories listed at the end of Table C-3 above are as specified in the "Price List" column for such Cloud Service categories. The commercial price lists will be made available at a web site to be accessible by the Customers.

Note #22: The appropriate price list for the Oracle Cloud Platform as a Service and Infrastructure as a Service - Public Cloud. The discounts do not apply to Universal Credits part numbers, except to the extent agreed upon by the parties in the applicable Order Form "Pre-Paid Subscription" or "Prepaid" part numbers may not be purchased unless and except to the extent agreed upon by the parties in the applicable Order Form. The commercial price list will be made available at a web site to be accessible by the Customers. Any reference to "Professional Services" or "Consulting Services" in these price lists shall mean "Technical Services" or "Technical Cloud Services" as defined in the Contract.

Note #23: To be eligible to purchase installation services, packaged services, or other ACS services, Customers must be current on technical support (Software Update License and Support, or "SULS") for their licensed programs, current on technical support (Premier Support for Systems) for hardware, and all supported software environments must comply with current Oracle Certification Matrices.

Note #24: The Technical Level Oracle Technical services denoted with an asterisk (*) in the table in section C, Table 3 require a minimum of 2 months of on-site services. Any reference to "Professional Services" or "Consulting Services" in any of the price lists shall mean "Technical Services" or "Technical Cloud Services" as defined in the Contract.

Note #25: The pricing specified in Oracle Hospitality Texas DIR Pricing is pricing for Customers. Please check with Order Fulfiller regarding any inclusions, restrictions, purchase minimums, or prerequisites.